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PAPER MERCHANT SALES REPORT August, 1990

(by NPTA Region)	Sales per Selling Day August, 1990 Compared to August, 1989	Sales per Selling Day August, 1990 Compared to July, 1990	Sales per Selling Day 1990 YTD Compared to 1989 YTD	Days Outstanding (Accounts & Notes) At close of August 1989	1990	Calendar Day Cost of ending August Inventory 1989	1990
INDUSTRIAL							
1	+ 3.2	+ 9.8	+ 0.9	38	40	61	46
2	- 0.4	+ 0.6	+ 0.7	37	39	53	55
3	- 1.0	+ 0.4	- 2.3	38	38	59	60
4	+ 1.5	- 8.0	- 0.8	38	38	59	57
5	+10.1	+ 2.4	+ 6.7	35	35	56	54
6	- 7.5	+ 0.8	- 6.3	43	41	56	64
7	+11.2	+ 7.5	+ 2.9	34	33	57	56
8	+ 1.6	+ 0.1	+ 1.8	37	36	60	51
9	+ 4.7	- 5.6	+ 4.1	40	36	57	55
NY	- 0.5	+ 2.8	+ 6.4	49	49	**	**
CHICAGO	0.0	- 2.1	- 3.6	39	34	75	69
LA	- 0.3	- 11.3	+ 3.3	42	39	63	74
US	+ 0.7	- 1.2	+0.3	39	38	56	56
PRINTING							
1	- 0.4	+ 0.8	- 0.2	45	45	60	49
2	- 4.4	+ 8.0	- 1.6	43	45	54	57
3	+ 2.7	- 1.9	- 1.5	40	42	75	70
4	+ 2.5	- 8.1	+ 5.2	42	43	61	60
5	+ 1.4	+ 6.8	+ 2.4	38	40	66	73
6	+ 7.8	+ 2.3	+ 2.8	40	41	77	73
7	+ 2.5	+14.4	- 3.1	35	38	68	57
8	+16.4	+ 1.0	+ 7.8	37	39	67	62
9	+ 7.4	+ 6.2	+ 3.8	40	39	58	67
NY	+ 0.6	- 1.3	+ 1.1	42	39	62	65
CHICAGO	+12.7	+ 4.7	+ 5.9	41	42	81	72
LA	+11.3	+ 2.4	+ 6.5	40	41	77	80
US	+ 3.6	+ 1.4	+2.0	41	41	68	66

AUGUST'S SALES CHANGES. *PRINTING* sales increases for August are the highest in recent months and are accompanied by a Producer Price Index decrease of over 1% (mill prices are less than for August, 1989). Region 8 and Chicago metro were the highest for the month and region 8 is the highest for the year. *INDUSTRIAL* sales show an increase over last year with the industrial Producer Price Index continuing to show virtually no price increases over 1989. Region 5 and New York metro show the highest year-to-date increases and Region 6 the greatest decrease for the year.

DAYS OUTSTANDING for August are virtually unchanged from August, 1989 and July of this year. **INVENTORY DAYS** show no changes for industrial goods and printing goods still show a drop from 1989 (of two days), and a drop of three days from July's figures.

** indicates NPTA was unable to calculate valid numbers for a given measure, in this case NY Metro Industrial inventory days.

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NPTA REGIONS

1: CT, ME, MA, NH, RI, & VT
2: DE, DC, MD, NJ, NY, & PA (Except NY Metro)
3: AL, FL, GA, NC, SC, TN & VA (Exc. Memphis)
4: KY, OH, MI, & WV
5: CO, IA, KS, MN, MT, NE, ND, SD, & WY
6: AZ, CA, HI, NM, NV, & UT (Except LA Metro)
7: AR, LA, MS, OK, & TX (& W. Tenn)
8: IL, IN, MO, & WI (Exc. Chicago Metro)
9: AK, ID, OR, & WA

NY Metro: In NY; New York City, Long Island, & Westchester County - In NJ; Counties of Bergen, Essex, Hudson, Middlesex, Passaic, & Union
Chicago Metro: In IL; Chicago and counties of Cook, DuPage, & Lake - In IN; Lake county
LA Metro: Cities of Los Angeles and San Diego, counties of Los Angeles, San Diego, Orange, & Ventura, plus parts of Riverside & San Bernadino

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